

**INDUSTRIAL DEVELOPMENT BOARD
of ROBERTSON COUNTY**

Financial Statements and Supplemental Information

For the Year Ended June 30, 2009

FINANCIAL SECTION

INDUSTRIAL DEVELOPMENT BOARD of ROBERTSON COUNTY

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YEARY, HOWELL & ASSOCIATES

Certified Public Accountants

501 EAST IRIS DRIVE
NASHVILLE, TN 37204-3109

HUBERT E. (BUDDY) YEARY
GREGORY V. HOWELL

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Independent Auditor's Report

Board of Directors
Industrial Development Board of Robertson County

We have audited the accompanying Statement of Net Assets and Governmental Fund Balance Sheet and Statement of Activities and Governmental Fund Revenues, Expenditures and Changes in Fund Balance which comprise the basic financial statements of the Industrial Development Board of Robertson County (the Board) as of and for the year ended June 30, 2009. These financial statements are the responsibility of the Board's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities and fund information of the Board as of June 30, 2009, and the respective changes in net assets and financial position for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated December 18, 2009, on our consideration of the Board's internal control over financial reporting and our test of its compliance with certain provisions of laws, regulations, contracts agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

The Industrial Development Board of Robertson County has not presented Management's Discussion and Analysis, as required under provisions of Government Accounting Standards Board Statement Number 34, that accounting principles generally accepted in the United States has determined is necessary to supplement, although not required to be part of the basic financial statements.

Our audit was performed for the purpose of forming an opinion on the financial statements that collectively comprise the Board's basic financial statements taken as a whole. The accompanying supplemental schedule as listed in the Table of Contents is presented for purposes of additional analysis and is not a required part of the basic financial statements. The supplemental schedule has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.



December 18, 2009

Industrial Development Board of Robertson County

Statement of Net Assets and Governmental Fund Balance Sheet

June 30, 2009

Assets

Current Assets:

Cash - checking	\$ 61,267
Cash - Certificate of deposit	207,387
Accounts receivable - government	39,110

Total Assets	\$ <u>307,764</u>
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Liabilities, Net Assets / Fund Balance

Current Liabilities

Accounts payable	\$ 20,525
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Net Assets / Fund Balance:

Unrestricted	<u>287,239</u>
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Total Liabilities, Net Assets / Fund Balance	\$ <u>307,764</u>
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See Accompanying Notes to Financial Statements.

Industrial Development Board of Robertson County

Statement of Activities and
Governmental Fund Revenues, Expenditures, and
Changes in Fund Balance

For the Year Ended June 30, 2009

Revenues:

Hotel/Motel taxes	\$ 211,923
Interest income	<u>7,336</u>
Total Revenues	<u>219,259</u>

Expenditures:

Program costs:	
Donations to nonprofit organizations	269,947
Other costs	<u>2,879</u>
Total Expenditures	<u>272,826</u>

Change in net assets (53,567)

Net assets / Fund Balance, beginning of year	<u>340,806</u>
Net assets / Fund Balance, end of year	<u><u>\$ 287,239</u></u>

See Accompanying Notes to Financial Statements.

INDUSTRIAL DEVELOPMENT BOARD of ROBERTSON COUNTY

Notes to Financial Statements

June 30, 2009

(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The financial statements of the Industrial Development Board of Robertson County (the Board) have been prepared in conformity with generally accepted accounting principles (GAAP) as applied to government units. The Governmental Accounting Standards Board (GASB) is the accepted standard-setting body for establishing governmental accounting and financial reporting principles. The more significant of the Board's accounting policies are described below.

Organization and Operation

The Board was incorporated by resolution of the Robertson County Commission in June, 1990, to, among other things, promote industry, trade, commerce, tourism, agricultural and housing construction within Robertson County and administer the proceeds of the hotel/motel tax established in Chapter No. 226 of the Private Acts of 1990.

Reporting Entity

The Board is a related organization of Robertson County. Robertson County acts as an agent for the Board for the collection of the hotel/motel tax. Board members serve for varying terms and are nominated and confirmed by the Board of County Commissioners. Generally accepted accounting standards requires that the financial statements present the Board (primary government) and any component units. There are no entities which meet the established criteria for inclusion in the Board's financial statements as component units.

Basis of Presentation

The Board has adopted GASB Statement Number 34 which established standards for external financial reporting for all state and local government entities which includes, among other things, a management discussion and analysis and the presentation of government-wide and governmental fund financial statements.

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized as soon as they are both measurable and available. Expenditures generally are recorded when a liability is incurred.

The Board has elected to present both the government-wide and fund financial statements on a combined basis. Further, no adjustments are required as the accrual basis of accounting results in the same amounts as the modified accrual basis of accounting used at the fund level.

INDUSTRIAL DEVELOPMENT BOARD of ROBERTSON COUNTY

Notes to Financial Statements

June 30, 2009

(1) **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES, Continued**

Basis of Accounting

Under both the accrual and modified accrual basis of accounting, revenues are recognized when they become both measurable and collectible within the current period or soon enough thereafter to be used to pay liabilities of the current period. Shared revenues through intermediary collecting governments are considered measurable and available if received within 60 days of year end. Expenditures are recorded when the related liability is incurred.

Deferred revenues arise when a potential revenue does not meet both the "measurable" and "available" criteria for recognition in the current period. In subsequent periods, when both revenue recognition criteria are met, or when the government has a legal claim to resources, the liability for deferred revenue is removed from the balance sheet and revenue is recognized.

Budgets and Budgetary Accounting

The Board does not adopt an annual operating budget.

Cash and certificates of deposit

The Board is authorized to invest funds in financial institutions. Cash consists of deposits with financial institutions including demand deposits. Funds not immediately needed are invested in certificates of deposits.

Income Tax Status

No provision for income tax has been made in the accompanying financial statements as the Board is exempt from income tax.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America require management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures of contingent assets and liabilities at the date of the financial statements and the reported amounts of support and expenses during the reporting year. Actual amounts could differ from those estimates.

(2) **DEPOSITS WITH FINANCIAL INSTITUTIONS**

Deposits

The Board is authorized to invest funds in financial institutions and direct obligations of the Federal Government. During 2009, the Board invested in short-term certificates of deposit, and savings accounts.

INDUSTRIAL DEVELOPMENT BOARD of ROBERTSON COUNTY

Notes to Financial Statements

June 30, 2009

(2) **DEPOSITS WITH FINANCIAL INSTITUTIONS (CONTINUED)**

Custodial credit risk for deposits is the risk that in the event of a bank failure, the Board's deposits may not be returned or the Board will not be able to recover collateral securities in the possession of an outside party. The Board's policy requires that deposits be either (i) secured and collateralized by the institutions at 105% of the value of the deposits placed in the institutions less the amount protected by federal depository insurance or (ii) that deposits be placed in financial institutions that participate in the bank collateral pool administered by the Treasurer of the State of Tennessee. Deposits were fully collateralized at June 30, 2009.

(3) **RISK MANAGEMENT**

The Board does not believe it has significant exposure relative to claims arising from general liability, property or casualty losses and, accordingly, carries no commercial insurance in coverage thereof.

(4) **COMMITMENTS**

In 1993, the Board entered into an agreement with the City of Springfield, TN to assist the City in the payment of debt service relative to the North Industrial Park loan incurred by the City. The agreement provides for, among other things, annual payment by the Board to the City an amount not to exceed \$46,842. The payment is to be made only from available revenues of the Board as defined in the agreement and under no circumstances will the Board have any obligation beyond its available revenue. During 2009, no payment was made.

During 2008, the Board entered into a letter of agreement with the Robertson County Chamber of Commerce and the Robertson County Industrial Development and Tourism Board in connection with the hiring of a full-time economic development professional. Under terms of the agreement, the Board agreed to remit quarterly payments to the Chamber of Commerce in the amount of \$31,350 commencing April 2008 through March 2009. In March 2009, the Board, by letter agreement, agreed to pay the Chamber an amount equal to the annual agreed upon budget and support staff for a full time economic development professional. An amount of \$22,600 is to be paid at the beginning of each quarter and program costs are to be reimbursed to the Chamber, up to \$35,000 annually, the end of each quarter.

Also in 2009, by letter agreement, the Board agreed to pay to the Chamber \$2,525 per month to be used to pay on the debt incurred by the Chamber for its facilities. The amount is to be paid monthly over the 15 year life of the debt, or until it is retired.

(8) **NON-PROFIT DONATIONS**

The Board makes contributions to various nonprofit civic organizations to advance its goals of promotion of trade, tourism and industry and commerce in Robertson County.

INDUSTRIAL DEVELOPMENT BOARD of ROBERTSON COUNTY

Schedule of Board Members and Compensation

June 30, 2009

<u>Board Member</u>	<u>Compensation</u>
Don Eden, Chairman	*
Tony Neal, Secretary-Treasurer	*
Robert Ralston, Member	*
Joe Maxey, Member	*
Don Head , Member	*
Roger Blackwood, Member	*
Kenneth Mason, Member	*

*No compensation paid to Directors.

YEARY, HOWELL & ASSOCIATES

Certified Public Accountants

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HUBERT E. (BUDDY) YEARY
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REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED IN ACCORDANCE WITH *GOVERNMENT AUDIT STANDARDS*

Board of Directors
Industrial Development Board of Robertson County
Springfield, TN

We have audited the accompanying Statement of Net Assets and Governmental Fund Balance Sheet and Statement of Activities and Governmental Fund Revenues, Expenditures and Changes in Fund Balance of the Industrial Development Board of Robertson County, Tennessee (the Board), as of and for the year ended June 30, 2009 and have issued our report thereon dated December 18, 2009. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Board's internal control over financial reporting as a basis for designing auditing procedures for the purpose of expressing our opinion on the financial statements but not for the purpose of expressing an opinion on the effectiveness of the Board's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Board's internal control over financial reporting.

A control deficiency exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis. A significant deficiency is a control deficiency, or combination of control deficiencies, that adversely affects the Board's ability to initiate, authorize, record, process, or report financial data reliably in accordance with generally accepted accounting principles such that there is more than a remote likelihood that a misstatement of the Board's financial statements that is more than inconsequential will be prevented or detected by the Board's internal control.

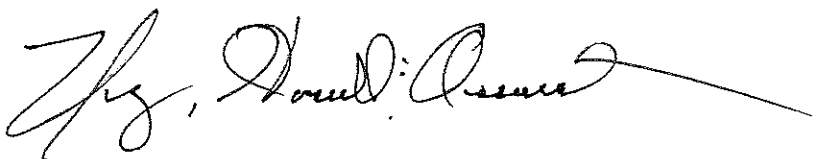
A material weakness is a significant deficiency, or combination of significant deficiencies, that results in more than a remote likelihood that a material misstatement of the financial statements will not be prevented or detected by the Board's internal control.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and would not necessarily identify all deficiencies in internal control that might be significant deficiencies or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether the Board's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

This report is intended solely for the information and use of the State Comptroller's Office, management, state and federal awarding agencies and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.



December 18, 2009

BINDTECH

BINDING TECHNOLOGY, INCORPORATED

1232 ANTIOCH PIKE
NASHVILLE, TN 37211
(615) 834-0404
(615) 834-0755-FAX

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A/C# 1000032616194
JOE WALKER

435-8500

BINDTECH, INC.
CASH FLOW REPORT
1/29/2010 FRIDAY

CHECKING ACCOUNT BALANCES

PRIOR DAY DEPOSIT \$ 15,269.85
 FLOATING (1 or more days) \$ 92,173.00
 PRIOR DAY BALANCE \$ 1,039,944.36
 PRIOR Combined AVAILABLE \$ 3,562,210.29
 TODAY'S LOCKBOX + DEPO \$ 155,196.68

BANK BALANCES

SUN TRUST CO \$ -
 CAPSTAR BANK MMKT \$ 1,622,265.93
 TOTAL OTHER INVESTMENTS \$ 1,622,265.93
 combined above

LINE OF CREDIT

DRAW/OUTSTANDING: \$ -
 DRAW TODAY: \$ -
 REPAY TODAY: \$ -
 CURRENTLY OUTSTANDING: \$ -
 TOTAL LINE APPROVED: \$ 1,000,000.00
 CURRENTLY AVAILABLE \$ 1,000,000.00
 combined above

NOVEMBER MONTHLY SALES

INVOICED TODAY: BINDTECH \$658,911.12
 INVOICED M-T-D: BINDTECH
 INVOICED TODAY: DELUXE \$431,791.74
 INVOICED M-T-D: DELUXE
 TOTAL M-T-D: \$1,070,702.86
 SALES LAST YEAR \$1,150,247.63

ACCOUNTS RECEIVABLE

	Total	Current	31-60 Days	61-90 Days	Over 90 Days	Essate Inver
BindTech	\$ 807,249.32	\$ 358,266.79	\$ 191,045.26	\$ 24,266.36	\$ 40,287.29	\$193,380.00
PREPAID: BINDTECH	\$ 35,929.88	\$ 12,436.00	\$ 4,443.40	\$ 382.97	\$ 18,667.51	
Deluxe	\$ 775,700.16	\$ 527,869.35	\$ 140,524.02	\$ 86,232.92	\$ 11,073.87	
PREPAID: DELUXE	\$ 7,185.00	\$ 7,185.00				
A/R Balance	\$ 1,625,054.36	\$ 884,575.14	\$ 341,197.68	\$ 120,882.27	\$ 70,028.67	\$193,380.00

OUTSTANDING INVOICES

	OVER 90 DAYS	OVER 60 DAYS
AMERICAN PRINTING INC	277.44	10,101.63
BINDING SOLUTIONS	1,786.40	2,597.83
BOYD BROS	5,308.16	3,963.00
CEMEO COLOR ART	1,500.44	1,424.92
CEMEO SOUTH PRESS	41.92	12.00
FATHERSON	4,508.00	2,347.00
HENNINGAN	955.96	3,818.00
INNOV GRAPHICS	12.32	24,266.36
KOHLER PRINT GROUP Inc closed per CS	728.42	
LITHOGRAPHS	11,742.67	
MCDONALD&DUDY	156.00	
NELSON PRINTING	405.60	
PARRIS PRINTING	49.82	
REBECCA FREDERICK	1,343.00	
TOOF PRINTING	274.00	
TRIANGLE PUB	5,891.36	
WELCH PRINTING	4,970.78	
BINDTECH TOTAL	40,287.29	96,232.92

	OVER 90 DAYS	OVER 60 DAYS
PALLADIUM	11,073.87	96,232.92
DELUXE TOTAL	11,073.87	96,232.92
OVER 90 DAYS	51,361.16	120,459.00

in dispute 6295.16
 11,073.87
 11,073.87

TRANSCONTINENTAL
 DELUXE TOTAL 96,232.92
 OVER 60 DAYS 120,459.00

ACCOUNTS PAYABLE

	TOTAL	DUE 0-30	PAST 31-60	PAST 61-90	MAILED/Unassigned
BindTech	\$374,424.77	\$223,578.85	\$51,318.05	\$0.00	\$152,184.17
Deluxe	\$253,197.06	\$147,967.49	\$11,000.00	\$24,847.20	\$89,382.37
A/P Balance	\$627,621.83	\$371,546.14	\$69,681.95	\$24,847.20	\$221,548.54

PAYROLL

	JUST or SUI
BindTech	\$26,918.64
Deluxe	\$17,206.57
Total	\$44,165.21

Yeary Howell & Associates

From: Chris Michael [cjmichael22@gmail.com]

Sent: Sunday, January 31, 2010 7:14 PM

To: yhanash@comcast.net

Subject: Employment opportunity

Yeary Howell & Associates,

My name is Chris Michael and I have contacted your firm in the past and I wanted to see if you might be hiring in the near future because I would love a position with a CPA firm.

I have my Bachelor's of Business Administration in both accounting and finance and because of this I feel that I can approach problems from different view points. I have also recently graduated from the University of Alabama with my master's of accounting. I have passed three sections of the CPA exam, and I am taking the fourth and final section in a few weeks. I have a great work ethic because having a job has always been a fulfilling and gratifying feeling for me. I consider myself a people person so I would enjoy working with clients and in groups within the firm. I have worked in different industries and I feel confident that my work history and academic standing make me a qualified candidate to work for your company.

I have attached a copy of my updated resume in hopes that your company has a need for someone like me. I am willing to work in any department so please feel free to call or email me if you have any questions and I would be happy to talk to you. Thank you for your time and I hope to talk with you soon.

Sincerely,

Chris Michael

Chris J. Michael

8315 Carriage Hills Drive

Brentwood, TN 37027

Home: (615) 373-1405

Cell: (615) 347-0180

Cjmmichael22@gmail.com

OBJECTIVE

Gain valuable business experience with a reputable company

EDUCATION

University of Alabama, Tuscaloosa, AL

Master's of Accounting, August 2009

GPA: 3.2 (on 4.0 scale)

Middle Tennessee State University, Murfreesboro, TN

Bachelor of Business Administration Degree

Majors: • Finance degree, with concentration in
Business Finance, May, 2007

• Accounting degree, May, 2008

GPA: 3.3 (on 4.0 scale)

EMPLOYMENT

October 2009 – Present, Accountant, Temp position, Tire Distribution Systems, Nashville, TN

- Perform bank reconciliations for 50 stores
- Enter month-end journal entries

May 2008 – August 2008, Accounting Assistant, American Red Cross, Nashville Area Chapter, Nashville, TN

- Assisted CFO with regular accounting tasks, such as posting journal entries, entering bills and invoices, bank reconciliations, and preparation of financial statements

September 2007 – March 2008, Accounting Intern, H A Beasley & Company, Murfreesboro, TN

- Assisted with yearly audit procedures of various companies
- Visited clients to perform field work

June-August 2006, Bank Teller, Rutherford Bank and Trust, Murfreesboro, TN

- processed various transactions such as cashing checks, making deposits/withdrawals, and making loan payments
- kept personal cash drawer balanced
- In charge of locking up bank at night

ACTIVITIES/ AWARDS

- Passed 3 sections of the CPA exam
- Dean's list, five semesters
- Member of the Financial Management Association
- Golden Key International Honor Society member
- National Scholars Honor Society member
- Eagle Scout

YEARY, HOWELL & ASSOCIATES

REPORT DOCKET

CLIENT: Robertson County Industrial Revenue Board

FOR YEAR ENDING: 6-30-05

CLIENT
ADDRESS

PARTNER Yenny

CLIENT
CONTACT

MANAGER/SENIOR: —

CLIENT
PHONE #

REPORT PREPARATION:

	<u>INITIAL</u>	<u>DATE</u>
REPORT PREPARED BY:	<u>J</u>	<u>12-15-05</u>
REVIEWED BY:	<u>J</u>	<u>L</u>
TYPED BY:	<u>J</u>	<u>VARIOUS</u>
CLERICAL CHECK BY	<u>BS</u>	<u>12-15-05</u>
PROOF READ BY	<u>BS</u>	<u>12-15-05</u>
SIGNED BY:	<u>J</u>	<u>12-18-05</u>
DELIVERED BY	<u>—</u>	<u>—</u>

SPECIAL PREPARATION OR DELIVERY INSTRUCTIONS